



aractech

Global Learning for Operational Leaders

ACCOUNTING AND FINANCE

Trade Finance, Letters of Credit and Bank Guarantees

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Waarderweg 50, 2031PB Haarlem - Netherlands.

Course content

Why Attend

Securing company's assets while transacting with local and international customers is critical for the success and sustainability of a business. In this course, you will learn how to properly transact with foreign companies to support your topline without sacrificing your assets and financial stability. You will also learn how to negotiate with trade counter-parties to secure favorable commercial terms.

Course Methodology

- The course uses a mix of interactive techniques, such as brief presentations by the consultant, case studies and group exercises to apply knowledge acquired throughout the course.

Course Objectives

- Understand trade finance fundamentals and best practices
- Explore banking facilities related to trade finance
- Better negotiate contracts commercial terms
- Understand and utilize different types of available letters of credit
- Understand and utilize different types of available letters of bank guarantee

Target Audience

- Financial controllers, procurement professionals, financial analysts, business development managers, financial managers, management accountants, business analysts and treasury professionals.
- Target Competencies
- Understanding trade finance
- Negotiating commercial terms

Course outline

Detailed course outline

Module-by-module outline for Trade Finance, Letters of Credit and Bank Guarantees.

Module 1 - Trade finance

- What is trade finance?
- Exporter and importer conflicting goals
- Risks involved
- Product and manufacturing
- Transport
- Commercial

Module 2 - Banking facilities and services for exporters and importers

- Overdraft facilities
- Negotiation with banks
- Bills advance
- Documents presented
- Factoring
- Loan against imports

Course outline

Detailed course outline

Module-by-module outline for Trade Finance, Letters of Credit and Bank Guarantees.

Module 3 - Contractual relationship between contract parties

- Buyer versus seller
- Applicant versus issuing bank
- Issuing bank versus beneficiary
- Issuing bank, advising bank and beneficiary
- Issuing bank, confirming bank and beneficiary
- Beneficiary versus negotiating bank

Module 4 - Letters of credit

- Transferable credit
- Back to back credit
- Red clause credit
- Revolving credit
- Standby credit
- Accounting treatment

Course outline

Detailed course outline

Module-by-module outline for Trade Finance, Letters of Credit and Bank Guarantees.

Module 5 - Letters of bank guarantee

- Tender guarantee
- Advance payment guarantee
- Performance guarantee
- Warranty bond
- Retention guarantee
- Accounting treatment

Seminar dates

Available seminar dates

Live dates and pricing for Trade Finance, Letters of Credit and Bank Guarantees generated from the course details page.

| Date | Location | Format | Fee |
|------------------------|-----------|-----------|--------|
| 18 - 22 May 2026 | Vienna | Classroom | €2,975 |
| 22 - 26 June 2026 | Barcelona | Classroom | €2,695 |
| 13 - 17 July 2026 | Paris | Classroom | €3,150 |
| 17 - 21 August 2026 | Frankfurt | Classroom | €2,275 |
| 21 - 25 September 2026 | Barcelona | Classroom | €2,695 |
| 19 - 23 October 2026 | Frankfurt | Classroom | €2,275 |
| 2 - 6 November 2026 | Rome | Classroom | €2,975 |

Live online option

Online delivery is available at €1,250.